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## **Browne joins NAIOP as new chief operating officer replacing Shifman**

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NAIOP Mass. welcomed Melissa Browne to the chapter's staff as chief operating officer, responsible for overseeing all chapter operations including membership, marketing, and programming, as well as chapter administration. She replaces outgoing chief operating officer Fran Shifman, who will stay on staff to assist with the transition.

Formerly a senior vice president, partner, and the director of marketing & research at Colliers Meredith & Grew, Browne has long been a member of NAIOP, working closely with NAIOP staff on several major events and programs including serving as co-chair of NAIOP's 2006 Bus Tour. With more than 25 years of experience working and volunteering in the commercial real estate industry, Browne brings with her a wealth of skills, including marketing, event planning, and volunteer management, all of which have prepared her for the unique role of an association chief operating officer.

"We are very fortunate to have a person with such strong experience and leadership skills join our staff as chief operating officer," said David Begelfer, chief executive officer. "I have full confidence that Melissa will help take this organization to new heights."

At Colliers Meredith & Grew, Melissa personally directed an eight-person team responsible for all marketing, advertising, communications, public relations and research. Prior to joining CMG in 2004, Browne was chief marketing officer and managing director for Holliday Fenoglio Fowler, L. P., having joined HFF from its parent, Lend Lease Real Estate Investments, Inc., where she was a principal and head of the client services group.

Prior to joining Lend Lease, Browne was a vice president of client service at AEW Capital Management, and director of client service and regional vice president for The Boston Co. Real Estate Counsel.

Browne graduated from Milton Academy and Georgetown University's School of Foreign Service, and she was awarded a CPM designation in 1985 from the Institute of Real Estate Management in Chicago. She is a director of Pilgrim Bank, The Hingham Group, and The Francis Ouimet Scholarship Fund, as well as president of the Cohasset Golf Club.

Melissa and her husband live in Cohasset.

Outgoing chief operating officer Shifman will be providing training and support in order to assure a smooth transition during NAIOP's busy fall season. Shifman will officially retire at the end of the year, after nine years at NAIOP and more than 30 years in the commercial real estate industry, most of it in property management and consulting. A special award honoring Shifman for her contributions will be presented to her at NAIOP's Annual Awards Gala, November 18th.